

# CURRENT INDUSTRIAL REPORTS SERIES

2010

## Part A: M336G — CIVIL AIRCRAFT AND AIRCRAFT ENGINES (SHIPMENTS)

### Definitions and Special Instructions

#### 1. Scope of survey

Part A of this survey is mailed monthly and covers the manufacture of complete civil aircraft and aircraft engines in the United States. Parts sold separately are excluded from this part. See Part B for aerospace products.

#### 2. Figures to be reported

Companies with more than one establishment manufacturing the products covered by this part of the survey are requested to complete a separate report form for each location. If you have not received a separate form for each establishment, please call the contact shown on the report form or write to the U.S. Census Bureau for additional forms. If you prefer reporting on a domestic consolidated basis, please call the contact shown on the report form.

#### Quantity and value of shipments

The figures on quantity and value of shipments should include the physical shipments of all products sold, transferred to other establishments within your company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer, or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to your own branches should be assigned the same value as comparable sales to unaffiliated customers, i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture should not be included in shipments. Value figures should represent the value of the complete aircraft or aircraft engine as shipped, including all accessories, attachments, and parts ordered and shipped with the item. (*Exclude parts sold separately.*) When material or parts of foreign origin are imported into the United States and incorporated with materials or parts produced in the United States, the complete product is considered a domestic product.

*Leased aircraft* — For aircraft leased or rented by your company, report the number and estimated values. The estimate should approximate the value of the aircraft sold outright. If no such prices exist, the value may be based on the valuation placed on these items for tax, insurance, or similar purposes.

#### 3. Definitions

*Aircraft* — The term "aircraft" includes lighter-than-air aircraft as well as heavier-than-air aircraft however propelled, but does not include spacecraft. It includes all powered and nonpowered aircraft, such as balloons (except toy), gliders, dirigibles, helicopters, ultra lights, hang gliders, etc.

*Military* — The term "military" refers to new aircraft and aircraft engines built for military applications, whether for tactical, strategic, or support functions. All aircraft and aircraft engines built for nonmilitary applications are considered as nonmilitary, or civil, and are to be reported on this survey.

*Civil* — The term "civil" refers to new aircraft and aircraft engines not built for military applications. (See definition for military above.) Report on this part all civil (including general aviation, commercial-type and helicopters) aircraft regardless of end use. Report aircraft sold in kits in Item Code 1510.

*Fixed-wing aircraft* — Aircraft having wings fixed to the airplane fuselage and outspread in flight, i.e., nonrotating wings.

*Helicopter* — A rotorcraft that depends principally on its engine driven rotors for its horizontal motion.

A heavier-than-air aircraft that depends principally for its support in flight on the lift generated by one or more rotors.

#### 4. Comparability

Data reported in this survey should correspond to data reported in the Annual Survey of Manufactures form. The sum of values for item codes shown in column (a) should correspond to dollar values reported under product class codes indicated in column (b) below.

Current Industrial Reports (Form M336G)	Annual Survey of Manufactures
Item codes (a)	Product class codes (b)
1399, 1499, and 1510	3364113
4200	3364123

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## Part A: CIVIL AIRCRAFT AND AIRCRAFT ENGINES (SHIPMENTS)

FORM <b>MA336G</b>		Reference List
Product code	Item code	Item description
3364113110 3364113120 3364113121 3364113	<b>1399</b>	<b>Section I — COMPLETE CIVIL AIRCRAFT (Exclude parts sold separately)</b> <b>Civil aircraft (fixed wing, powered)</b>
	<b>1499</b>	<b>Helicopters (rotary-wing, powered)</b>
	<b>1510</b>	<b>Other civil aircraft (nonpowered) and kits</b>
	<b>1999</b>	<b>Civil aircraft, total</b>
3364123	<b>4200</b>	<b>Section II — COMPLETE CIVIL AIRCRAFT ENGINES (Excluding parts sold separately)</b> <b>Civil aircraft engines, total</b>
<b>NOTES</b>		

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## Part B: MA336G — AEROSPACE INDUSTRY (ORDERS, SALES, AND BACKLOG) Definitions and Special Instructions

### 1. Scope of survey

Part B of this survey is mailed annually and covers establishments primarily engaged in the development and/or manufacture of aerospace products, including aircraft, aircraft engines, aircraft parts and accessories, missiles and space vehicle systems, missile and space vehicle engines or propulsion units, and parts and subassemblies for missiles and space vehicles. In the North American Industry Classification System (NAICS) coding system, these product categories correspond to NAICS 33641. An establishment is "primarily engaged" in aerospace if the value of aerospace products and services produced by that establishment exceeds the value of the establishment's production of other goods and services. Company plants or divisions in which the primary activity is other than the development and/or manufacture of aerospace products and services should not be included in this survey.

### 2. Figures to be reported

Companies with more than one establishment manufacturing the products covered by this part of the survey are requested to complete a separate report form for each location. If you have not received a separate form for each of your establishments, please call the contact shown on your report form or write to the U.S. Census Bureau for additional forms.

This report should cover receipts for research, development, and experimental work (including all military contracts) as well as models in production. However, do not include research or development financed by company funds.

#### a. Value of shipments

The figures on value of shipments ("Net sales receipts or billings") should include all products sold, transferred to other establishments within your company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges and returns. Shipments to your own branches should be assigned the same value as comparable sales to unaffiliated customers, i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture should not be included in shipments.

If a company reports, enter the consolidated sales, receipts, or billings of the company in column 3, net after discounts and allowances. If a division or plant reports, enter the value of the division or plant sales

only. Include all sales from aerospace production, and receipts for research and development performed for other companies, individuals, U.S. Government agencies, and foreign governments. Sales by foreign subsidiaries should be excluded. Transfers within the reporting unit should also be excluded. Transfers to other reporting units should be included.

Producers of these items should report the value of shipments during the year on complete aircraft, missiles, space vehicles, and missile or space vehicle engines in column 3. Work performed under a fixed price contract should be reported as a shipment if the product is delivered during the year. Work done on a cost-plus contract should reflect cost incurred plus a portion of the profits for the contract (value of work done) during the year. Value of work done may be based on (a) multiplying the estimated percentage of work completed during the year by the contract price of the aircraft or missile, or (b) net billings for work done during the year.

#### b. Net new orders

Net new orders received (new orders received less cancellations) — Include (a) the sales value of orders received during the current reporting period for products and services to be delivered at some future date; (b) the sales value of orders for immediate delivery which have resulted in sales or shipments during the current reporting period; (c) the net sales value of contract change documents which increase or decrease the sales value of the orders to which they are related when the parties concerned are in substantial agreement as to the amount involved.

Include as orders only those orders that are supported by binding legal documents, such as signed contracts or letter contracts. In the case of letter contracts, the full amount of sales value should be included if the parties concerned are in substantial agreement on this amount; otherwise, only the funds specifically authorized to be expended should be included. Deduct the sales value of partial or complete cancellations of existing orders.

Separate dollar values are required for new orders which you received as a prime contractor and those you received as a subcontractor. All subcontracts, including those where you know that the prime contract was let by a government, are to be reported as subcontracts received from "Other customers."

**NOTE** — All sales during the current year resulting from orders not on the books at the beginning of the year must be reported as both new orders and sales during the year.

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## Part B: Definitions and Special Instructions — Continued

### c. Ending backlog (unfilled orders)

Enter the total backlog at the end of the year. Compute the figure by adding net new orders and subtracting net sales from the backlog at the end of the preceding year. If adjustments are necessary from time to time in order to keep the report in balance, indicate the nature and amount of such adjustments under "Remarks." At the end of the year, the backlog of outstanding orders for contracts on which you are the prime contractor should also be reported. Include only orders that have not yet passed through the sales account.

### 3. Definitions

#### MILITARY AND NONMILITARY

The term "military" refers to complete aircraft, aircraft engines, missile systems, space vehicle systems, engines and/or propulsion units for missile systems or space vehicles, and other aerospace related activities for military applications, whether for tactical, strategic, or support functions.

The term "nonmilitary" refers to the same products **not** built to the above military specifications.

#### TYPE OF CUSTOMER

##### *U.S. Government (military)*

*Include* contracts with the Department of Defense (DOD) and other U.S. Government agencies for products built to military specifications.

*Exclude* contracts for which the ultimate customer is a foreign customer, such as contracts made under the Foreign Military Assistance Program.

##### *Other governments (military)*

*Include* — Contracts for products built to military specifications for governments other than the United States. Include DOD or other U.S. Government agencies for which the ultimate customer is a foreign government. Contracts for foreign governments not to military specifications should be reported as "nonmilitary" to other customers.

*U.S. Government (nonmilitary)* — Include contracts with any U.S. Government agency for products not built to military specifications.

*Other customers (nonmilitary)* — Include contracts for products not built to military specifications for all customers other than U.S. Government agencies. Include both domestic and foreign commercial customers as well as foreign governments.

#### TYPE OF PRODUCT OR SERVICE

*Complete aircraft and parts* — All companies (or divisions or plants) producing or developing complete aircraft (airplanes, balloons, airships, gliders, helicopters, autogiros) should report in item codes 1001–1113.

*Aircraft engines and parts* — All companies (or divisions or plants) producing or developing aircraft engines should report in item codes 2001 - 2103.

*Missile systems and parts* — All companies (or divisions or plants) producing, developing, or having system responsibility for complete missiles and parts (excluding propulsion, if separable) should report in item codes 3001–3103.

*Space vehicle systems and parts* — All companies (or divisions or plants) producing, developing, or having system responsibility for complete space vehicles (excluding propulsion, if separable) should report in item codes 4001–4103.

**NOTE:** For manufacturers and/or assemblers of missiles and/or space vehicles — Propulsion (if separable) is to be excluded as part of item codes 3001–3103 and 4001–4103 and reported separately as a part of item codes 5001–5103, "Engines and/or propulsion units for missile systems (including parts)," or codes 6001– 6103, "Engines and/or propulsion units for space vehicles."

*Engines and/or propulsion units for missiles and space vehicles (including parts)* — All companies (or divisions or plants) producing or developing engines and/or propulsion units for missiles and space vehicles should report in item codes 5001–6103. (Manufacturers and/or assemblers of missile systems and/or space vehicles systems should include their propulsion in item codes 5001–6103, if separable.)

*Other aircraft and space vehicle* — Report in item codes 7201–7303.

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## Part B: Definitions and special Instructions — Continued

*Other missile activities* — Report in item codes 7401–7503, all conversions, modifications, site activation, and all other aerospace products (including drones) or services of your company, division, or plant excluded in item codes 1001–6103. Exclude research and development.

*Research and development (item codes 8001–8103)* — Research and development includes basic and applied research in the sciences and in engineering and design and development of prototype products and processes. It does not include quality control, routine product testing, market research, sales promotion, sales service, research in the social sciences or psychology or other nontechnological activities or technical services.

*Basic research* — Research projects which represent original investigation for the advancement of scientific knowledge, and which do not have specific commercial objectives, although they may be in fields of present or potential interest to the sponsor.

*Applied research* — Research projects which represent investigation directed to discovery of new scientific knowledge, and which have specific commercial objectives with respect to either products or processes.

NOTE — This definition of applied research differs from the definition of basic research chiefly in terms of the objectives of the sponsor.

*Include* receipts for development or preoperational and operational aerospace programs under item codes 1001–6103, in the "Net sales, receipts, or billings" column. Such receipts should correspond to the "Development" costs, reported on the Bureau's "Survey of Industrial Research and Development" (item 5 of form RD-1), and to the values reported in the "Annual Survey of Manufactures" (MA-10000), for research and development principally in such product classes as 3364117, 3364125, 3364133, 3364143, 3364153 and 3364193.

*All other products and services* — Report in item codes 9001–9103 the value of orders, sales, and backlog of nonaerospace products and services developed and/or manufactured in the establishments covered by this survey.

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## Part B: AEROSPACE INDUSTRY (ORDERS, SALES, AND BACKLOG)

FORM MA336G		Reference List				
Product Code	Item code	Item description	Net new orders		Net sales receipts or billings	Ending backlog (prime plus sub-contract)
			Prime contract	Subcontract		
	(a)	(b)	(c)	(d)	(e)	(f)
3364101101	<b>1001</b>	<b>Complete aircraft and parts</b>				
3364101105	<b>1003</b>	Military				
		U.S. Government				
		Other governments				
3364101171	<b>1111</b>	Nonmilitary				
3364101175	<b>1113</b>	U.S. Government				
		Other customers				
3364101301	<b>2001</b>	<b>Aircraft engines and parts</b>				
3364101305	<b>2003</b>	Military				
		U.S. Government				
		Other governments				
3364101371	<b>2101</b>	Nonmilitary				
3364101375	<b>2103</b>	U.S. Government				
		Other customers				
3364101501	<b>3001</b>	<b>Missile systems and parts</b>				
3364101505	<b>3003</b>	(excluding propulsion units)				
		Military				
		U.S. Government				
		Other governments				
3364101571	<b>3101</b>	Nonmilitary				
3364101575	<b>3103</b>	U.S. Government				
		Other customers				
3364101701	<b>4001</b>	<b>Space vehicle systems and parts</b>				
3364101705	<b>4003</b>	(excluding propulsion units)				
		Military				
		U.S. Government				
		Other governments				
3364101771	<b>4101</b>	Nonmilitary				
3364101775	<b>4103</b>	U.S. Government				
		Other customers				
3364101901	<b>5001</b>	<b>Engines and/or propulsion units for</b>				
3364101905	<b>5003</b>	missile systems (including parts)				
		Military				
		U.S. Government				
		Other governments				
3364101971	<b>5101</b>	Nonmilitary				
3364101975	<b>5103</b>	U.S. Government				
		Other customers				
3364101B01	<b>6001</b>	<b>Engines and/or propulsion units for</b>				
3364101B05	<b>6003</b>	space vehicles (including parts)				
		Military				
		U.S. Government				
		Other governments				
3364101B71	<b>6101</b>	Nonmilitary				
3364101B75	<b>6103</b>	U.S. Government				
		Other customers				

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## Part B: AEROSPACE INDUSTRY (ORDERS, SALES, AND BACKLOG)

FORM MA336G		Reference list — Continued				
Product Code	Item code	Item description	Net new orders		Net sales receipts or billings	Ending backlog (prime plus sub-contract)
			Prime contract	Subcontract		
	(a)	(b)	(c)	(d)	(e)	(f)
		<b>Other aircraft and space vehicles</b>				
		Military				
3364101D013	<b>7201</b>	U.S. Government				
364101D05	<b>7203</b>	Other governments				
		Nonmilitary				
3364101D71	<b>7301</b>	U.S. Government				
3364101D75	<b>7303</b>	Other customers				
		<b>Other missile activities</b>				
		Military				
3364101F01	<b>7401</b>	U.S. Government				
3364101F05	<b>7403</b>	Other governments				
		Nonmilitary				
3364101F71	<b>7501</b>	U.S. Government				
3364101F75	<b>7503</b>	Other customers				
		<b>Research and development (under contract)</b>				
		Military				
3364101H01	<b>8001</b>	U.S. Government				
3364101H01	<b>8003</b>	Other governments				
		Nonmilitary				
3364101H71	<b>8101</b>	U.S. Government				
3364101H75	<b>8103</b>	Other customers				
		<b>All other products and services</b>				
		Military				
3364101K01	<b>9001</b>	U.S. Government				
3364101K05	<b>9003</b>	Other governments				
		Nonmilitary				
3364101K71	<b>9101</b>	U.S. Government				
3364101K75	<b>9103</b>	Other customers				
XXX	<b>9501</b>	<b>TOTAL — U.S. Government (military)</b>				
XXX	<b>9503</b>	<b>TOTAL — Other governments (military)</b>				
XXX	<b>9601</b>	<b>TOTAL — U.S. Government (nonmilitary)</b>				
XXX	<b>9603</b>	<b>TOTAL — Other customers (nonmilitary)</b>				

8/24/10